

SARA ALKHODAIR

sara.alkhodair@gmail.com ▪ (541)579-1381 ▪ [linkedin.com/in/sara-alkhodair](https://www.linkedin.com/in/sara-alkhodair)

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Science in Management (STEM Designated Program)

Washington, DC
expected May 2022

- 3.75/4 – Merit Scholar
- Member: Georgetown Graduate Consulting Club, MBA Volunteers, Middle Eastern Business Association

AMERICAN UNIVERSITY, Kogod School of Business Bachelor of Science in Finance, Minor in International Affairs

Washington, DC
May 2021

- GPA: 3.85/4 – Recipient of the King Salman Scholarship – Selected as Top 3% (out of 3M applicants)
- Extracurricular: Arab Student Association (President & Co-Founder), Kogod Honors Program Student, Saudi Student Association (Creative Director)

EXPERIENCE

REVOLUTION COOKING

Woburn, MA

Business Development Consultant

January 2021 – May 2021

- **Market Analysis:** Researched the viability of investment in additional proprietary technology in Revolution Cooking's state of the art smart toaster. Focused on national consumer preferences, behaviors, competitive landscape, and economic value added. Research supported CEO and VP of marketing effort to identify potential product development and feasibility.
- **Stakeholder Management:** Advised on building three new partnerships to expand customer reach. Communicated high-level objectives highlighting the long-term mutual benefits of pursuing these partnerships which resulted in growing brand recognition to more than 60%.

CO-SOLAR

Sfax, Tunisia

Strategic Consultant

January 2021 – May 2021

- **Strategic Planning:** Worked closely with the co-founders to develop a business strategy that ensured a sustainable short- and long-term growth structure both regionally and globally. The strategy included specific guidance on funding sources by identifying incubators, VCs, and government subsidies. Developed a detailed business plan, and target markets.
- **Marketing Development:** Designed a comprehensive list of marketing materials and a website for the start-up, which resulted in Co-Solar gaining three new clients, initiating an engagement with 5 potential clients, and acquiring access to an incubator to further develop the business and gain access to capital.
- **Economic Analysis:** Built a Business Model Canvas to understand the strategic stance of Co-Solar, then performed economic research on over 20+ industries that may benefit from Co-Solar's product and evaluated 6 regions as opportunities for the company's growth.

FUNEMA (VENTURE CAPITAL)

Nigeria & South Africa

Financial Control & Operations Fellow

June 2020 – September 2020

- **Financial Statement Building:** Oversaw the primary financial controls and operations for two of Funema's portfolio companies. Transformed the system from a manually kept and inconsistent logbook to a well-kept system using Wave accounting system and educating entrepreneurs on importance of financial reporting through weekly reporting.
- **Project & Team Management:** Appointed by the CEO to lead the team of fellows in all tasks, which included creating a dashboard of KPIs to track each fellow's task process and providing support in all endeavors. Composed and initiated a report entailing a growth opportunity for Funema to the MENA region, which will result in recouping of 30% of lost funding due to the pandemic.

STUDENT MANAGED INVESTMENT TRUST AT AMERICAN UNIVERSITY

Washington, DC

Investment Analyst

January 2020 – December 2020

- **Financial Modeling & Analysis:** Constructed financial model—DDM and FCF models—to analyze stock and REIT performance and generate forecasts to produce sound investment recommendations and decisions for the fund. Managed to collectively improve the \$1M in value funds' performance by 5% during a global pandemic.
- **Problem Solving:** Developed a system where each analyst was tasked with topics to research and analyze (such as economic, political, technology, and industry specific topics) for weekly updates to keep the fund informed prior to making investment votes.

DISTINCTIONS

Languages: English, Arabic (fluent); Worked on Global Projects

Distinctions: Elementary Data Analysis (R Studio, Tableau, Minitab), Wall Street Prep (ongoing), McKinsey & Co. Edad

Interests: Hiking, reading, and swimming